

NOVEMBER
2020

DAAR LOUDOUN COUNTY MARKET INDICATORS REPORT

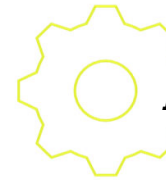
CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®

DAAR Market Indicators Report



Key Market Trends: November 2020

- > **Surging home sales continue in Loudoun County for the 5th consecutive month.** There were 649 sales in the County in November, a 38.1% jump from last year, which is 179 more sales. Sales growth was very strong in Leesburg (zip code 20176) and Chantilly (zip code 20152) in November, more than doubling from last year, up 115.0% and 138.5%, respectively.
- > **Strong growth in pending sales this month could signal busy winter ahead.** There were 584 pending sales in the County in November, a 41.7% surge from a year ago. Notably, pending sales of townhomes and condos jumped up by 74.3% from last year, the largest influx in more than 5 years.
- > **November median sales price soars \$67,000 higher than a year ago, largest price gain in more than 5 years.** At \$560,000, the median sales price in the County this month rose 13.6% from last year. The price growth occurred in all local markets and reflects the tight supply of homes available. The median sales price rose 15.6% in Ashburn (zip code 20147) and 19.6% in Chantilly (zip code 20152).
- > **There is only a 1/2 month of supply in the Loudoun County housing market; active listings continue to plummet.** There were 336 active listings in Loudoun County at the end of November, a 61.2% reduction from last year. New listings continue to trend upward (+29.8%), but not enough to alleviate the historically tight inventory.



DAAR Market Dashboard

YoY Chg	Nov-20	Indicator
▲ 38.1%	649	Sales
▲ 41.7%	584	Pending Sales
▲ 29.8%	571	New Listings
▲ 11.1%	\$550,000	Median List Price
▲ 13.6%	\$560,000	Median Sales Price
▲ 3.1%	\$214	Median Price Per Square Foot
▲ 57.4%	\$396.7	Sold Dollar Volume (in millions)
▲ 1.4%	100.9%	Average Sold/Ask Price Ratio
▼ -49.2%	14	Average Days on Market
▼ -61.2%	336	Active Listings
▼ -64.4%	0.5	Months of Supply



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Consumers Should Consult with a REALTOR®.

Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

Identify a Professional to Manage the Procedure.

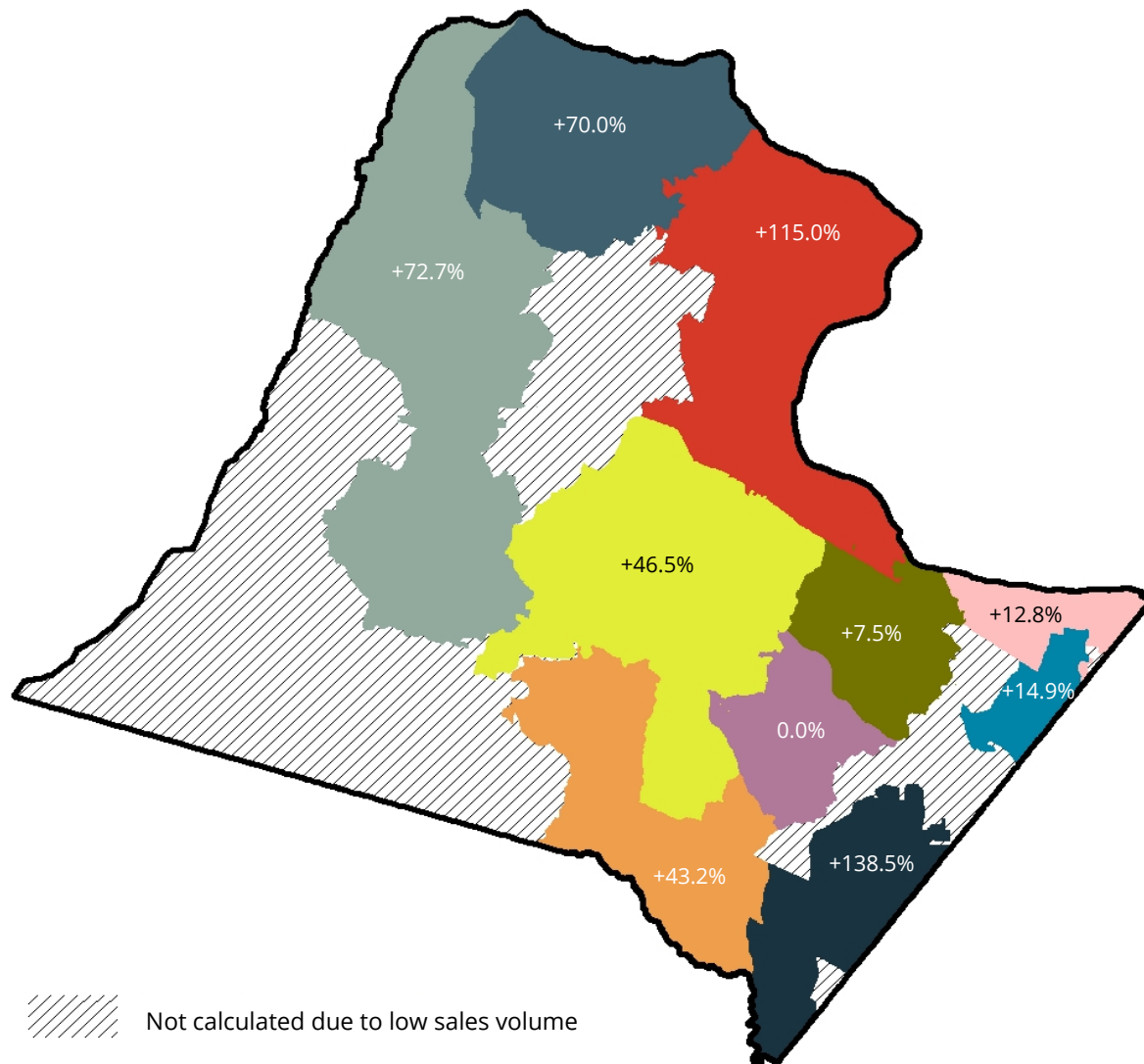
REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®.



Market Activity - DAAR Footprint



Zip Code	Home Sales		% Chg
	Nov-19	Nov-20	
20105 Aldie	44	63	43.2%
20132 Purcellville	22	38	72.7%
20147 Ashburn	80	86	7.5%
20148 Ashburn	71	71	0.0%
20152 Chantilly	26	62	138.5%
20164 Sterling	47	54	14.9%
20165 Sterling	39	44	12.8%
20175 Leesburg	43	63	46.5%
20176 Leesburg	40	86	115.0%
20180 Lovettsville	10	17	70.0%

Not calculated due to low sales volume

Total Market Overview



Key Metrics	2-year Trends		Nov-19	Nov-20	YoY Chg	YTD 2019	YTD 2020	YoY Chg
	Nov-18	Nov-20						
Sales			470	649	38.1%	6,532	6,956	6.5%
Pending Sales			412	584	41.7%	6,695	7,338	9.6%
New Listings			440	571	29.8%	8,313	9,065	9.0%
Median List Price			\$495,000	\$550,000	11.1%	\$500,000	\$539,990	8.0%
Median Sales Price			\$493,000	\$560,000	13.6%	\$502,000	\$543,000	8.2%
Median Price Per Square Foot			\$207	\$214	3.1%	\$197	\$208	5.2%
Sold Dollar Volume (in millions)			\$252.0	\$396.7	57.4%	\$3,564.1	\$4,124.9	15.7%
Average Sold/Ask Price Ratio			99.5%	100.9%	1.4%	99.6%	100.4%	0.8%
Average Days on Market			27	14	-49.2%	25	19	-24.3%
Active Listings			867	336	-61.2%	n/a	n/a	n/a
Months of Supply			1.5	0.5	-64.4%	n/a	n/a	n/a

Source: Virginia REALTORS®, data accessed December 15, 2020

Single-Family Market Overview



Key Metrics	2-year Trends		Nov-19	Nov-20	YoY Chg	YTD 2019	YTD 2020	YoY Chg
	Nov-18	Nov-20						
Sales			382	531	39.0%	5,403	5,740	6.2%
Pending Sales			342	462	35.1%	5,528	6,055	9.5%
New Listings			365	448	22.7%	6,908	7,443	7.7%
Median List Price			\$549,250	\$599,900	9.2%	\$550,000	\$595,000	8.2%
Median Sales Price			\$537,920	\$600,910	11.7%	\$550,000	\$599,900	9.1%
Median Price Per Square Foot			\$203	\$207	2.1%	\$192	\$202	5.1%
Sold Dollar Volume (in millions)			\$222.1	\$354.4	59.5%	\$3,191.0	\$3,690.2	15.6%
Average Sold/Ask Price Ratio			99.6%	101.1%	1.6%	99.6%	100.5%	0.9%
Average Days on Market			28	12	-54.7%	26	19	-28.9%
Active Listings			746	261	-65.0%	n/a	n/a	n/a
Months of Supply			1.6	0.5	-67.8%	n/a	n/a	n/a

Source: Virginia REALTORS®, data accessed December 15, 2020

Townhome & Condo Market Overview



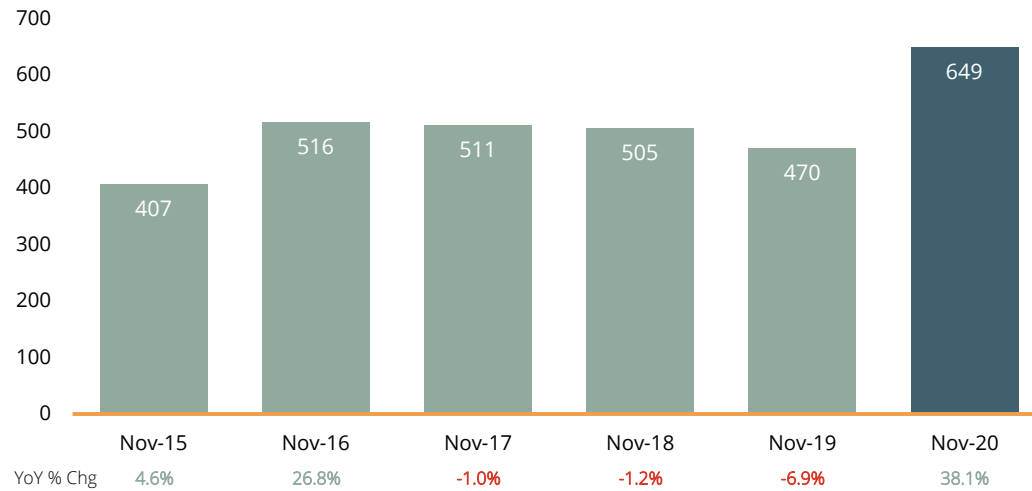
Key Metrics	2-year Trends		Nov-19	Nov-20	YoY Chg	YTD 2019	YTD 2020	YoY Chg
	Nov-18	Nov-20						
Sales			88	118	34.1%	1,129	1,216	7.7%
Pending Sales			70	122	74.3%	1,167	1,283	9.9%
New Listings			75	123	64.0%	1,405	1,622	15.4%
Median List Price			\$349,000	\$352,900	1.1%	\$337,750	\$359,990	6.6%
Median Sales Price			\$341,250	\$356,500	4.5%	\$335,000	\$359,400	7.3%
Median Price Per Square Foot			\$226	\$236	4.4%	\$221	\$235	6.4%
Sold Dollar Volume (in millions)			\$29.9	\$42.4	41.7%	\$373.1	\$434.7	16.5%
Average Sold/Ask Price Ratio			99.4%	100.0%	0.7%	99.5%	99.9%	0.5%
Average Days on Market			23	18	-19.8%	21	22	2.9%
Active Listings			121	75	-38.0%	n/a	n/a	n/a
Months of Supply			1.2	0.7	-43.3%	n/a	n/a	n/a

Source: Virginia REALTORS®, data accessed December 15, 2020

Sales



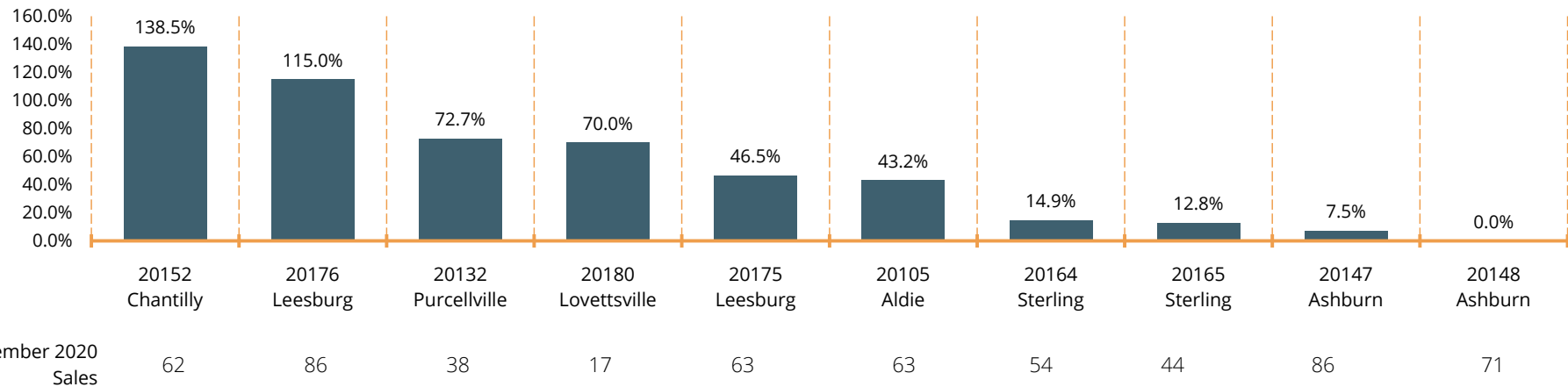
Loudoun County



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
Dec-19	403	15.1%	83	-1.2%
Jan-20	246	-4.7%	65	6.6%
Feb-20	280	1.1%	64	14.3%
Mar-20	473	-2.5%	94	3.3%
Apr-20	506	-0.6%	81	-11.0%
May-20	443	-30.0%	103	-34.0%
Jun-20	607	-11.8%	126	2.4%
Jul-20	705	3.8%	158	26.4%
Aug-20	666	19.1%	116	-2.5%
Sep-20	667	39.5%	144	38.5%
Oct-20	616	35.4%	147	27.8%
Nov-20	531	39.0%	118	34.1%
12-month Avg	512	6.8%	108	7.1%

Zip Code

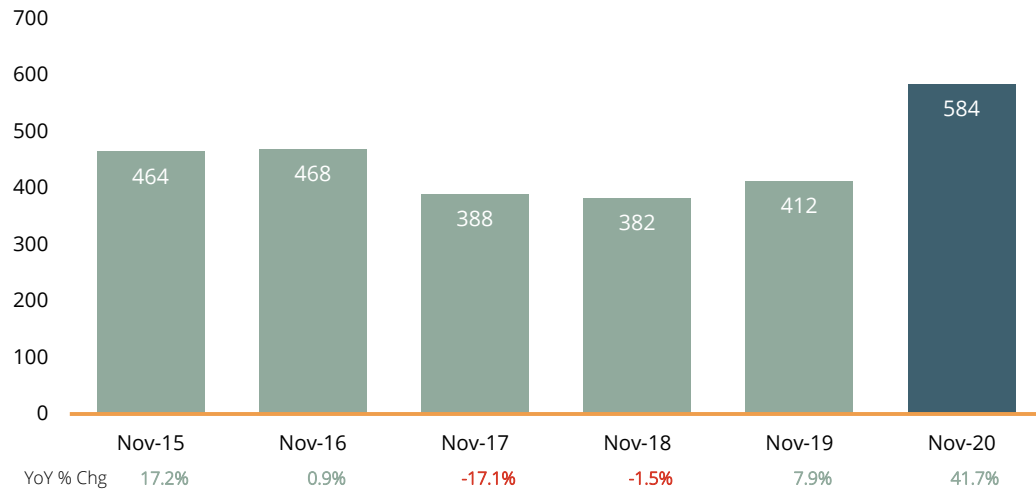
% Change in Sales
Nov-19 to Nov-20



Pending Sales



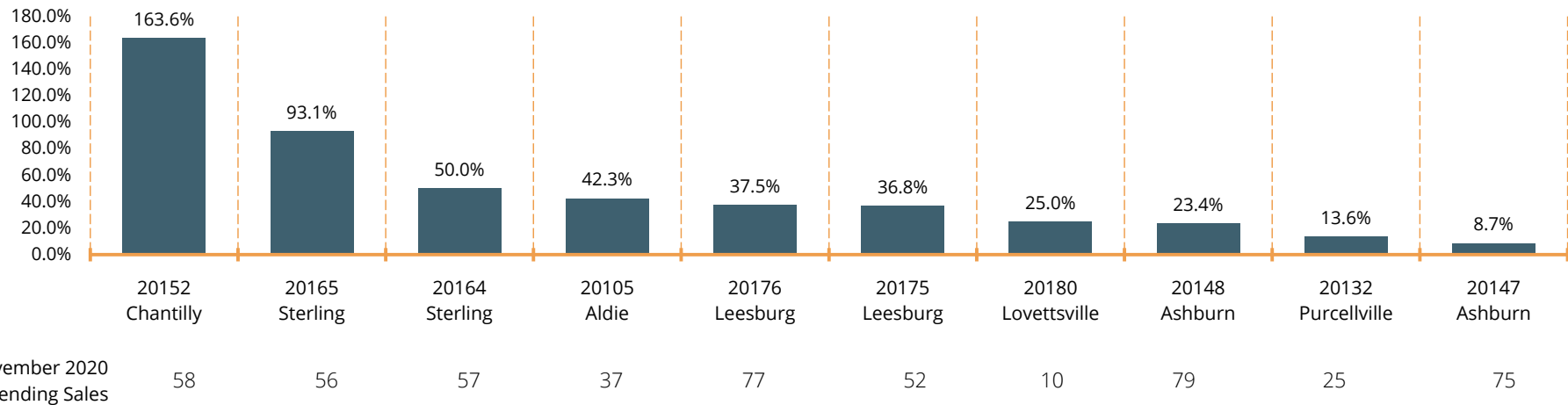
Loudoun County



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
Dec-19	223	-18.0%	59	-20.3%
Jan-20	328	-9.9%	76	-1.3%
Feb-20	445	-0.7%	100	6.4%
Mar-20	577	-5.6%	105	-7.9%
Apr-20	422	-34.3%	76	-46.1%
May-20	592	-10.0%	114	-10.2%
Jun-20	690	8.8%	170	49.1%
Jul-20	674	29.6%	130	3.2%
Aug-20	706	44.4%	144	48.5%
Sep-20	608	42.1%	124	18.1%
Oct-20	551	40.6%	122	19.6%
Nov-20	462	35.1%	122	74.3%
12-month Avg	523	8.2%	112	8.1%

Zip Code

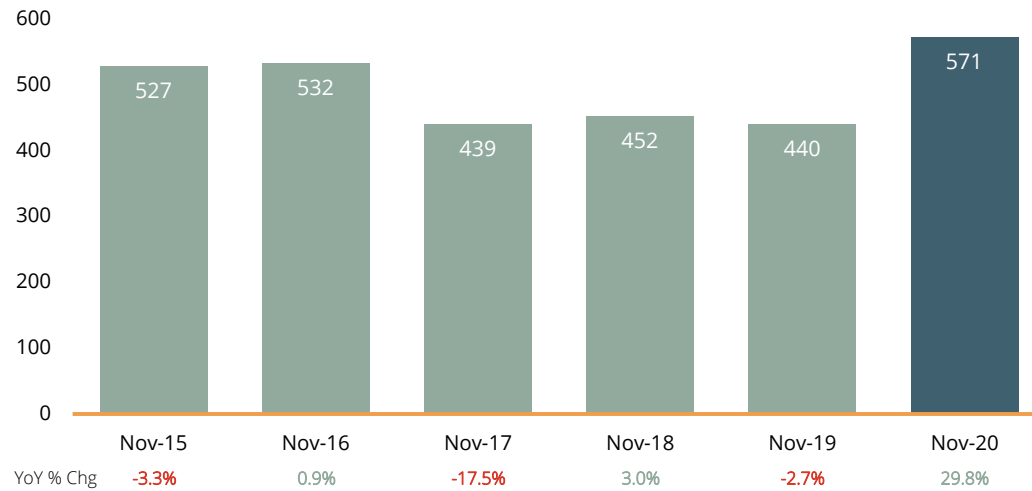
% Change in Pending Sales
Nov-19 to Nov-20



New Listings



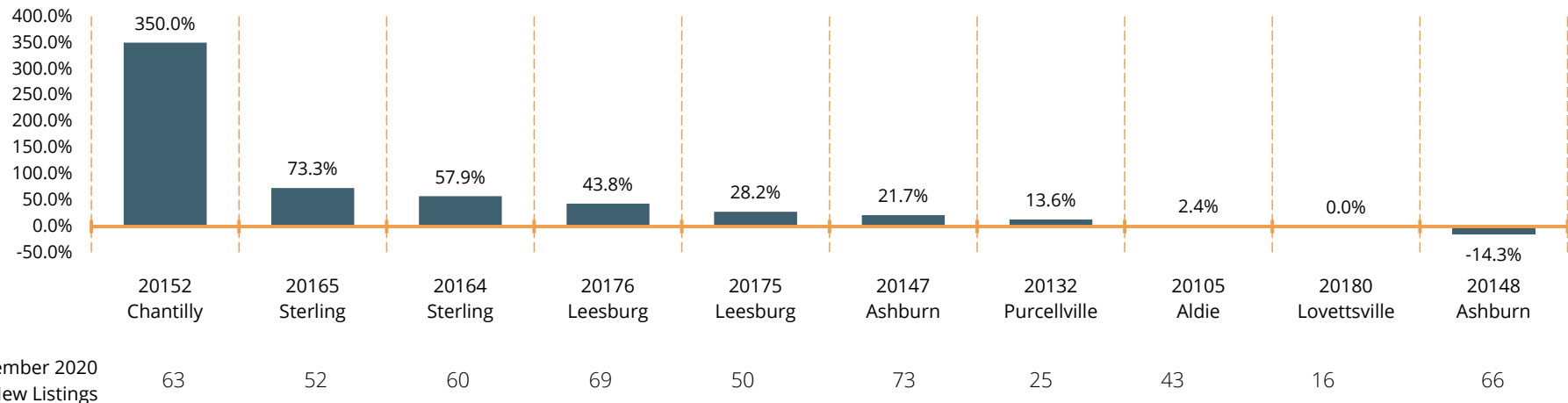
Loudoun County



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
Dec-19	281	2.2%	58	-23.7%
Jan-20	486	8.2%	113	27.0%
Feb-20	578	-1.9%	124	2.5%
Mar-20	886	14.3%	146	0.7%
Apr-20	645	-21.2%	129	-19.4%
May-20	716	-19.6%	147	-5.8%
Jun-20	718	8.6%	170	39.3%
Jul-20	847	31.7%	181	20.7%
Aug-20	741	25.6%	143	15.3%
Sep-20	716	23.4%	160	30.1%
Oct-20	662	21.2%	186	32.9%
Nov-20	448	22.7%	123	64.0%
12-month Avg	644	7.5%	140	13.4%

Zip Code

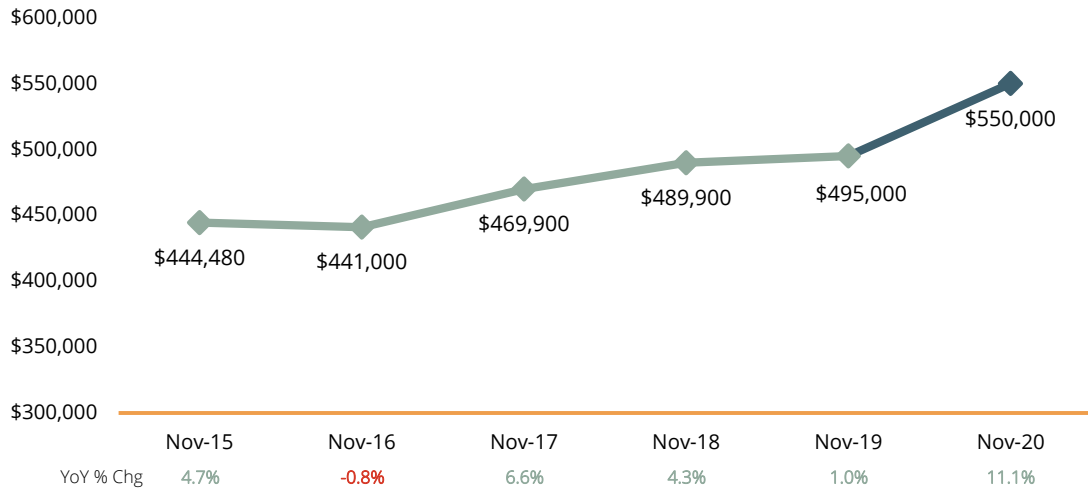
% Change in New Listings
Nov-19 to Nov-20



Median List Price



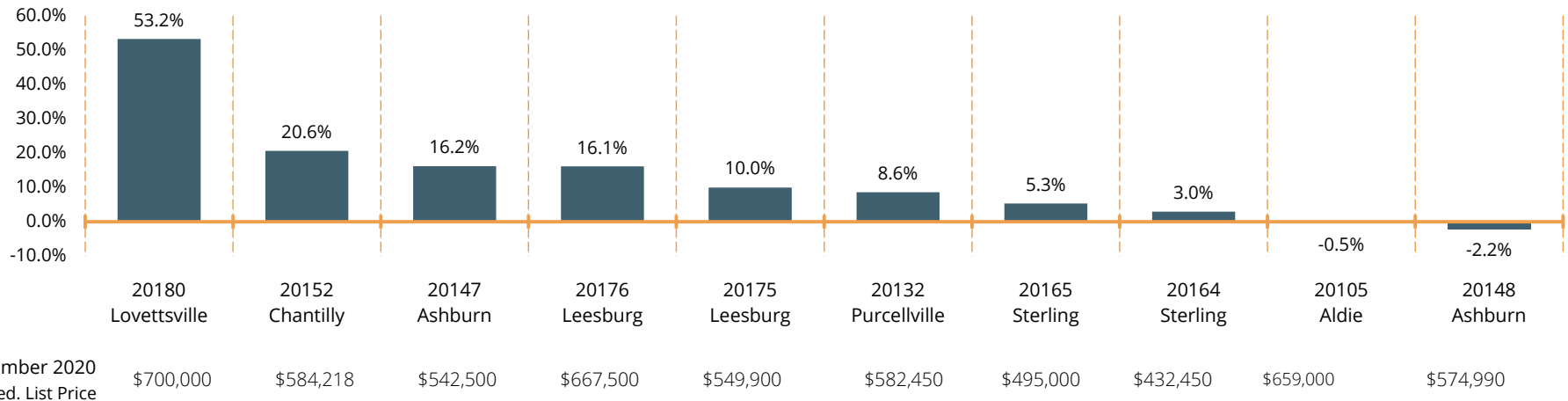
Loudoun County



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
Dec-19	\$569,900	5.6%	\$327,000	2.4%
Jan-20	\$549,450	0.0%	\$330,000	6.5%
Feb-20	\$547,558	1.2%	\$319,900	-1.6%
Mar-20	\$580,000	10.5%	\$382,450	19.5%
Apr-20	\$592,500	7.7%	\$359,900	13.6%
May-20	\$565,000	2.8%	\$369,900	10.1%
Jun-20	\$580,000	3.6%	\$359,995	1.4%
Jul-20	\$625,000	10.6%	\$342,500	0.9%
Aug-20	\$599,900	3.4%	\$367,000	8.3%
Sep-20	\$599,990	7.2%	\$365,000	8.5%
Oct-20	\$598,250	8.8%	\$369,900	4.2%
Nov-20	\$599,900	9.2%	\$352,900	1.1%
12-month Avg	\$583,954	5.9%	\$353,870	6.1%

Zip Code

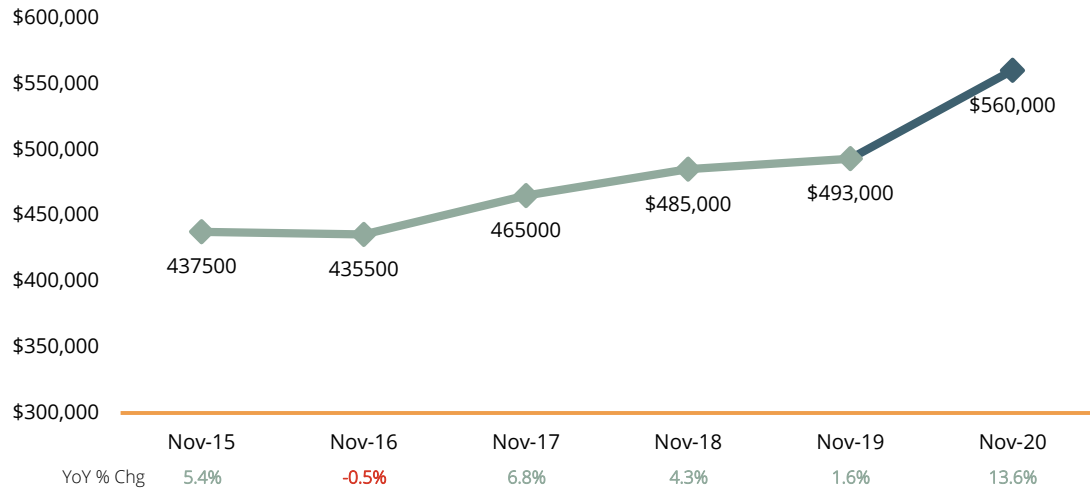
% Change in Median List Price
Nov-19 to Nov-20



Median Sales Price



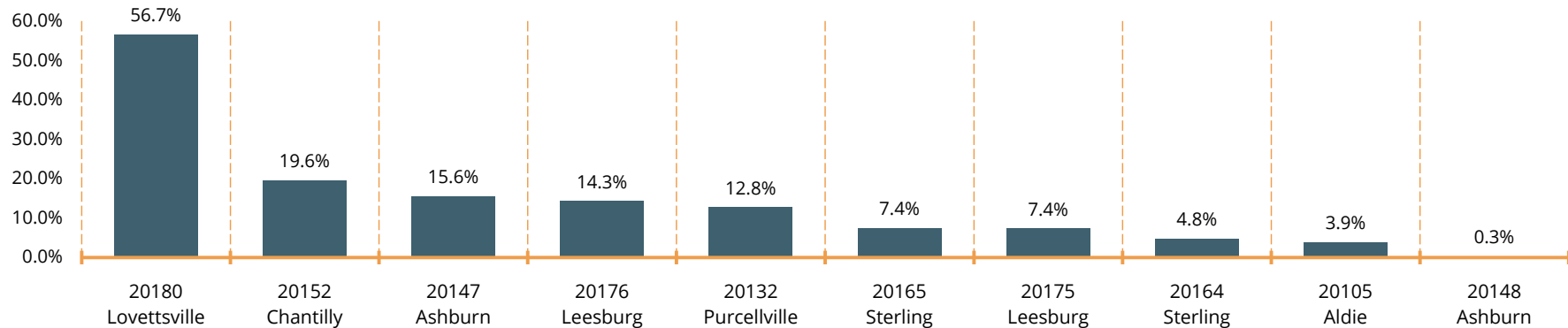
Loudoun County



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
Dec-19	\$566,984	7.8%	\$325,000	1.8%
Jan-20	\$548,500	0.4%	\$332,100	8.9%
Feb-20	\$551,500	2.1%	\$310,888	-4.3%
Mar-20	\$580,000	10.5%	\$377,498	16.2%
Apr-20	\$595,150	8.3%	\$358,900	13.9%
May-20	\$560,000	1.8%	\$362,500	8.2%
Jun-20	\$582,750	4.1%	\$357,500	0.7%
Jul-20	\$630,000	11.5%	\$340,750	1.7%
Aug-20	\$607,500	5.7%	\$358,500	7.0%
Sep-20	\$610,000	9.2%	\$365,000	9.4%
Oct-20	\$600,000	9.1%	\$370,000	5.7%
Nov-20	\$600,910	11.7%	\$356,500	4.5%
12-month Avg	\$586,108	6.8%	\$351,261	6.1%

Zip Code

% Change in Median Sales Price
Nov-19 to Nov-20



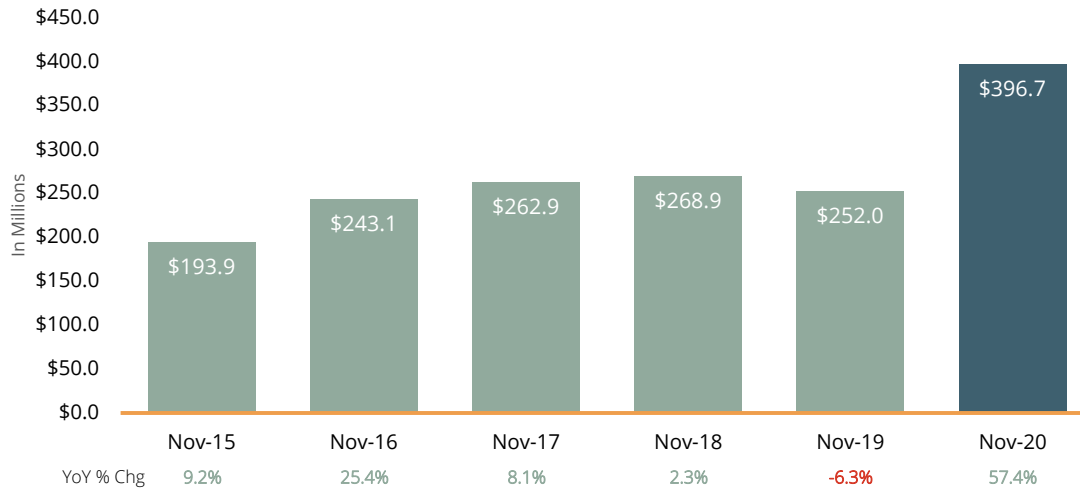
November 2020
Med. Sales Price

20180 Lovettsville	\$704,990	20152 Chantilly	\$577,818	20147 Ashburn	\$540,500	20176 Leesburg	\$660,000	20132 Purcellville	\$595,750	20165 Sterling	\$499,500	20175 Leesburg	\$549,900	20164 Sterling	\$430,000	20105 Aldie	\$687,500	20148 Ashburn	\$579,990
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Sold Dollar Volume (in millions)



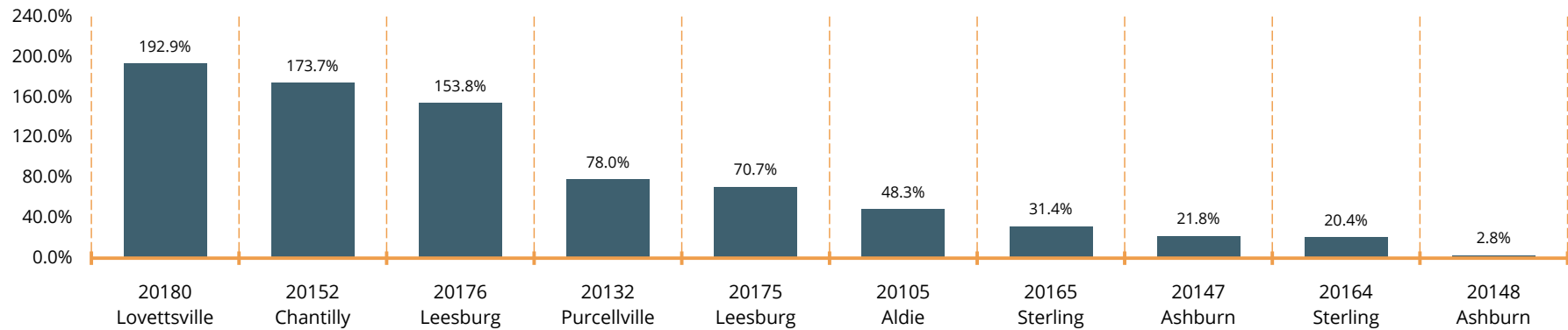
Loudoun County



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
Dec-19	\$240.9	20.6%	\$27.6	0.3%
Jan-20	\$148.0	-3.7%	\$22.1	17.7%
Feb-20	\$167.8	5.2%	\$19.9	12.0%
Mar-20	\$299.3	7.7%	\$35.2	19.0%
Apr-20	\$314.0	7.6%	\$28.3	-3.6%
May-20	\$273.2	-25.8%	\$37.5	-27.4%
Jun-20	\$375.5	-8.9%	\$44.9	7.9%
Jul-20	\$468.0	15.5%	\$55.1	32.9%
Aug-20	\$437.3	30.0%	\$42.5	10.8%
Sep-20	\$443.7	53.4%	\$53.3	51.6%
Oct-20	\$409.1	48.7%	\$53.6	35.5%
Nov-20	\$354.4	59.5%	\$42.4	41.7%
12-month Avg	\$327.6	15.9%	\$38.5	15.4%

Zip Code

% Change in Sold Dollar Volume
Nov-19 to Nov-20



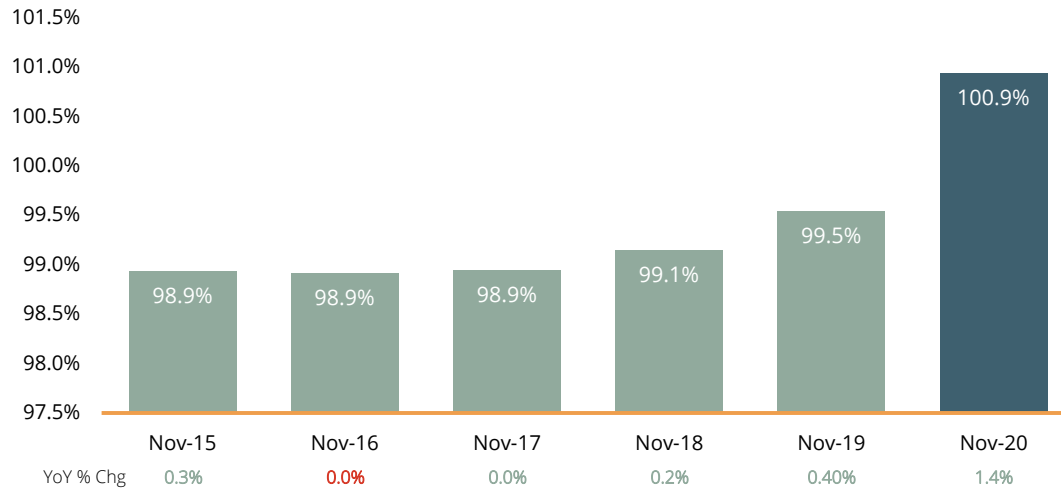
November 2020
Sold \$ Volume
(MILLIONS)

\$13.2	\$38.3	\$58.3	\$23.7	\$40.5	\$42.4	\$24.7	\$48.0	\$23.4	\$42.5
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Average Sold to Ask Price Ratio



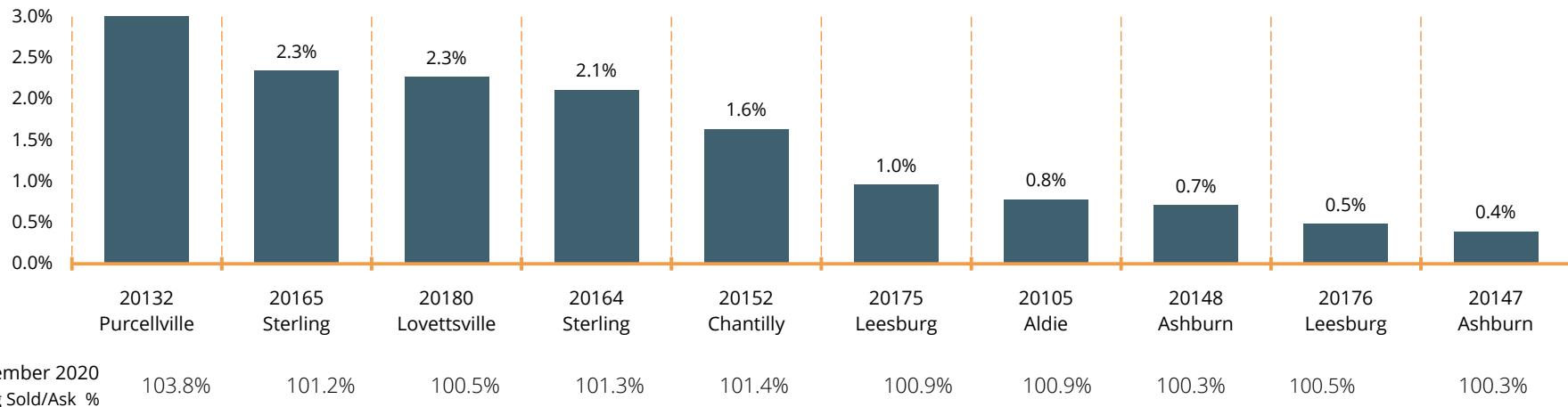
Loudoun County



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
Dec-19	99.9%	0.5%	99.6%	0.4%
Jan-20	99.3%	0.1%	99.3%	0.4%
Feb-20	99.6%	0.2%	99.7%	0.2%
Mar-20	100.6%	1.1%	100.5%	1.1%
Apr-20	100.3%	0.6%	100.3%	1.0%
May-20	99.9%	-0.3%	100.0%	0.4%
Jun-20	100.2%	0.3%	99.3%	-0.2%
Jul-20	101.0%	1.4%	99.6%	0.0%
Aug-20	100.6%	1.3%	100.1%	0.6%
Sep-20	100.7%	1.1%	100.4%	1.2%
Oct-20	100.6%	1.3%	100.0%	0.3%
Nov-20	101.1%	1.6%	100.0%	0.7%
12-month Avg	100.3%	0.8%	99.9%	0.5%

Zip Code

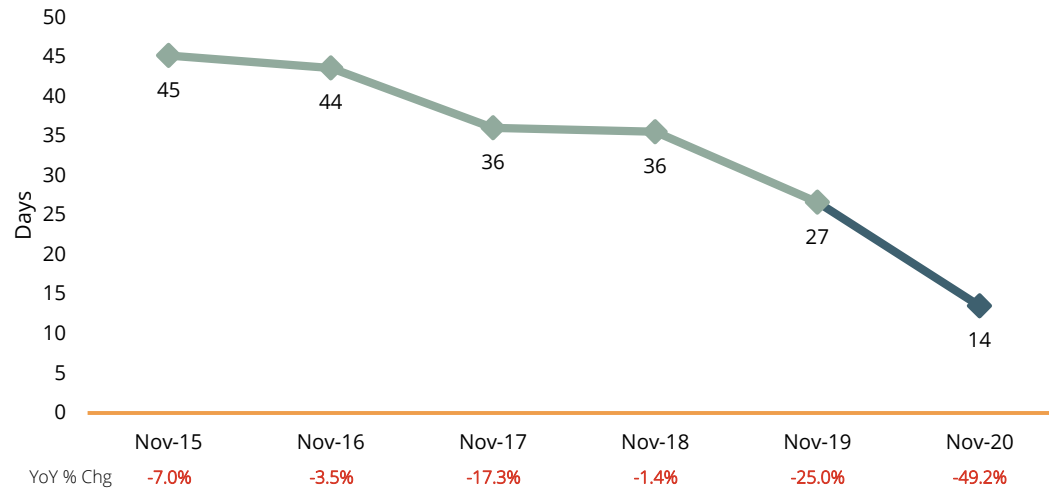
% Change in Average Sold to Ask Price Ratio
Nov-19 to Nov-20



Average Days on Market



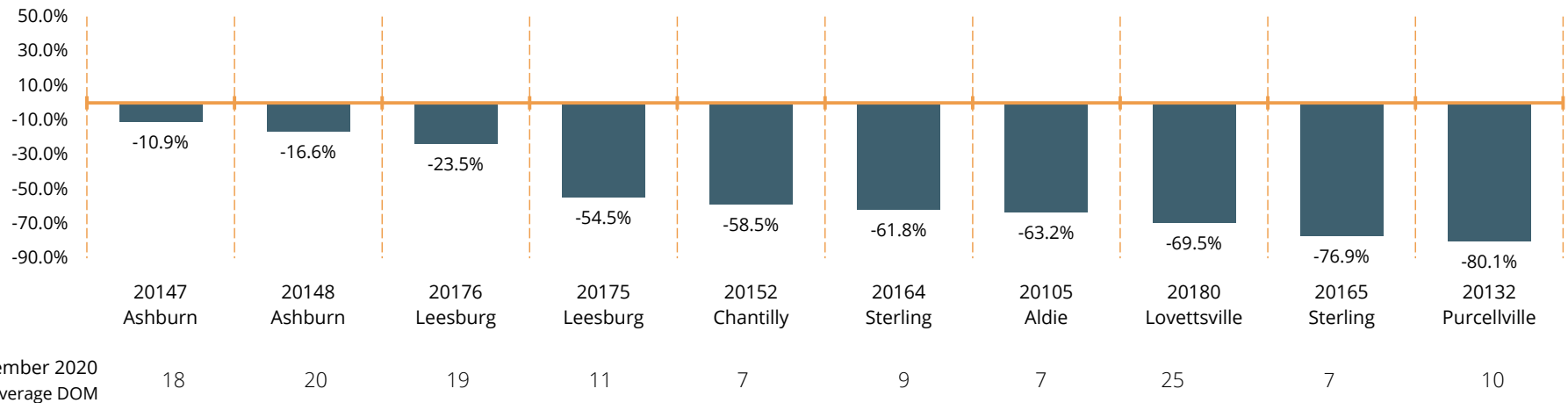
Loudoun County



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
Dec-19	32	-16.0%	31	-17.2%
Jan-20	39	-8.3%	30	10.2%
Feb-20	30	-23.0%	21	-16.7%
Mar-20	22	-25.8%	24	14.8%
Apr-20	15	-22.3%	16	-26.7%
May-20	15	-18.8%	19	30.1%
Jun-20	20	3.7%	23	41.5%
Jul-20	21	-16.8%	22	-9.6%
Aug-20	17	-29.2%	17	-26.6%
Sep-20	16	-52.0%	22	-4.3%
Oct-20	15	-52.8%	26	7.4%
Nov-20	12	-54.7%	18	-19.8%
12-month Avg	21	-26.8%	22	-4.2%

Zip Code

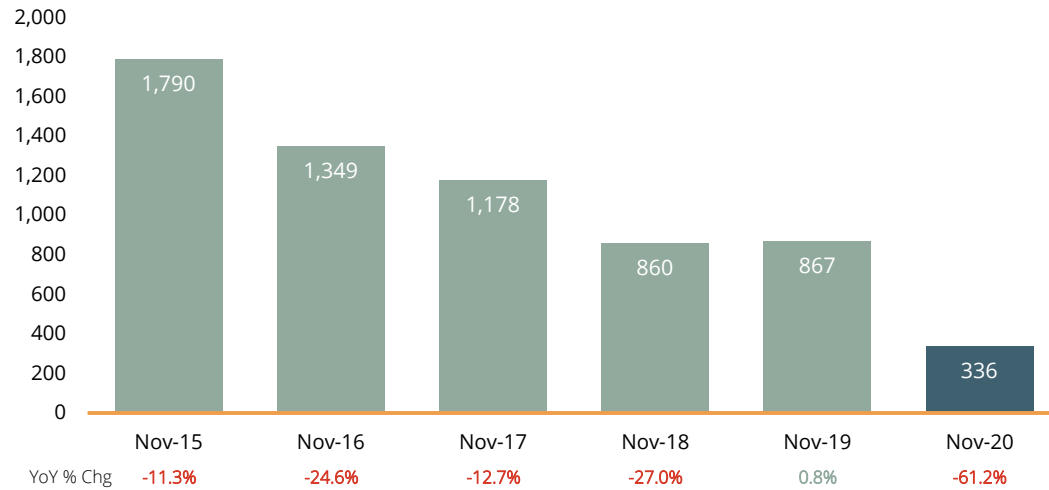
% Change in Average Days on Market
Nov-19 to Nov-20



Active Listings



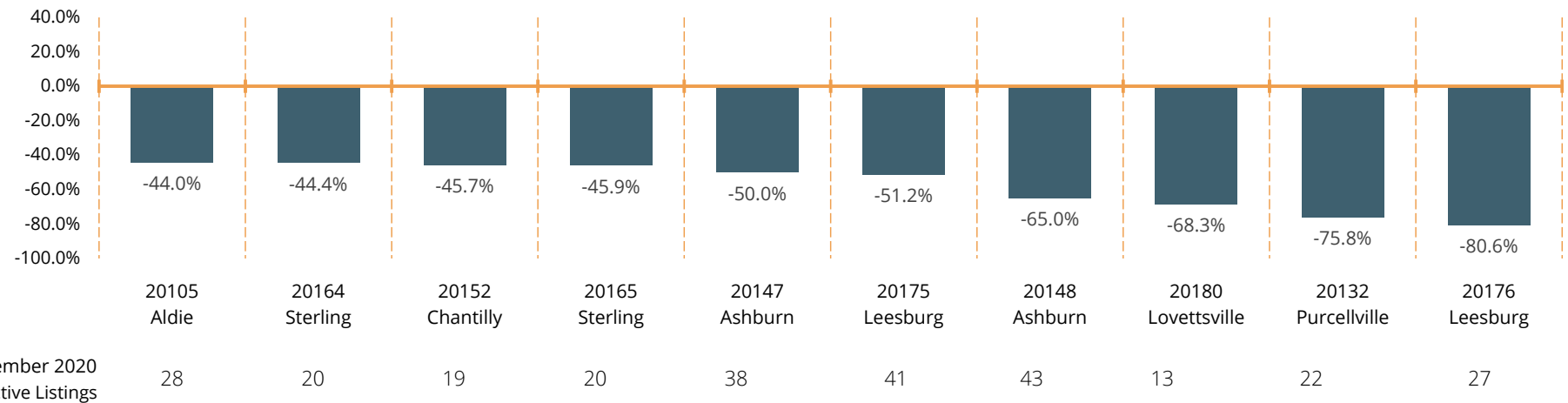
Loudoun County



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
Dec-19	479	-27.2%	70	-27.1%
Jan-20	513	-21.8%	82	-20.4%
Feb-20	526	-27.9%	88	-29.6%
Mar-20	608	-28.4%	103	-23.7%
Apr-20	633	-31.7%	117	-16.4%
May-20	591	-44.6%	126	-17.1%
Jun-20	490	-49.7%	86	-40.7%
Jul-20	523	-46.7%	105	-23.4%
Aug-20	405	-57.0%	75	-44.4%
Sep-20	375	-58.2%	89	-28.2%
Oct-20	362	-59.5%	110	-21.4%
Nov-20	261	-65.0%	75	-38.0%
12-month Avg	481	-44.1%	94	-27.5%

Zip Code

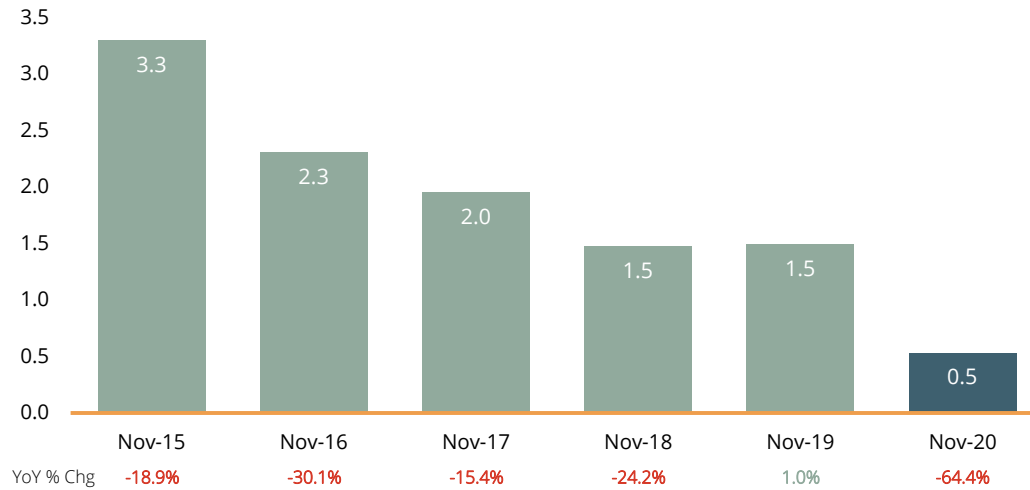
% Change in Active Listings
Nov-19 to Nov-20



Months Supply



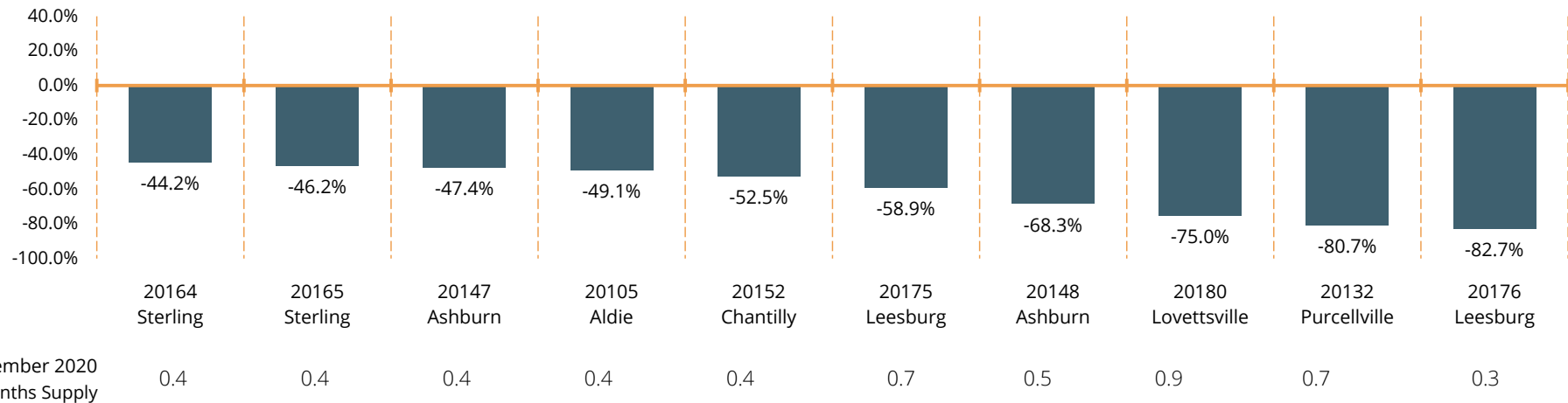
Loudoun County



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
Dec-19	1.0	-28.1%	0.7	-29.5%
Jan-20	1.1	-22.8%	0.8	-23.2%
Feb-20	1.1	-30.1%	0.9	-33.3%
Mar-20	1.3	-27.8%	1.0	-27.5%
Apr-20	1.3	-33.1%	1.2	-21.9%
May-20	1.3	-44.2%	1.3	-17.2%
Jun-20	1.1	-49.1%	0.9	-41.5%
Jul-20	1.1	-46.0%	1.0	-27.5%
Aug-20	0.9	-57.2%	0.7	-46.8%
Sep-20	0.8	-58.4%	0.8	-38.4%
Oct-20	0.7	-61.4%	0.8	-44.7%
Nov-20	0.5	-67.8%	0.7	-43.3%
12-month Avg	1.0	-44.7%	0.9	-32.8%

Zip Code

% Change in Months of Supply
Nov-19 to Nov-20



Area Overview



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Nov-19	Nov-20	% chg	Nov-19	Nov-20	% chg	Nov-19	Nov-20	% chg	Nov-19	Nov-20	% chg	Nov-19	Nov-20	% chg
Loudoun County	440	571	29.8%	470	649	38.1%	\$493,000	\$560,000	13.6%	867	336	-61.2%	1.5	0.5	-64.4%
20105	42	43	2.4%	44	63	43.2%	\$662,000	\$687,500	3.9%	50	28	-44.0%	0.9	0.4	-49.1%
20132	22	25	13.6%	22	38	72.7%	\$528,250	\$595,750	12.8%	91	22	-75.8%	3.6	0.7	-80.7%
20147	60	73	21.7%	80	86	7.5%	\$467,450	\$540,500	15.6%	76	38	-50.0%	0.8	0.4	-47.4%
20148	77	66	-14.3%	71	71	0.0%	\$578,000	\$579,990	0.3%	123	43	-65.0%	1.5	0.5	-68.3%
20152	14	63	350.0%	26	62	138.5%	\$483,000	\$577,818	19.6%	35	19	-45.7%	0.8	0.4	-52.5%
20164	38	60	57.9%	47	54	14.9%	\$410,400	\$430,000	4.8%	36	20	-44.4%	0.8	0.4	-44.2%
20165	30	52	73.3%	39	44	12.8%	\$465,000	\$499,500	7.4%	37	20	-45.9%	0.8	0.4	-46.2%
20175	39	50	28.2%	43	63	46.5%	\$512,000	\$549,900	7.4%	84	41	-51.2%	1.7	0.7	-58.9%
20176	48	69	43.8%	40	86	115.0%	\$577,500	\$660,000	14.3%	139	27	-80.6%	1.9	0.3	-82.7%
20180	16	16	0.0%	10	17	70.0%	\$450,000	\$704,990	56.7%	41	13	-68.3%	3.5	0.9	-75.0%



The Virginia REALTORS® association is the largest professional trade association in Virginia, representing 35,000 REALTORS® engaged in the residential and commercial real estate business. The Virginia REALTORS® association serves as the advocate for homeownership and private property rights and represents the interests of real estate professionals and property owners in the Commonwealth of Virginia.

NOTE: The term REALTOR® is a registered collective membership mark that identifies a real estate professional who is a member of the National Association of REALTORS® and subscribes to its strict code of ethics.

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Data and analysis provided by Virginia REALTORS® Chief Economist, Lisa Sturtevant, PhD.

The numbers reported here are preliminary and based on current entries into multiple listing services. Over time, data may be adjusted slightly to reflect increased reporting. Information is sourced from multiple listing services across Virginia and is deemed reliable, but not guaranteed.